

Message Text

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46

ACTION ARA-10

INFO OCT-01 ISO-00 XMB-04 EB-07 ARAE-00 AID-05 TRSE-00

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P R 111215Z MAY 76

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TO SECSTATE WASHDC PRIORITY 647

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STATE PLEASE PASS TO EXIM BANK

STATE FOR ARA/BC/B BOB PACE

E.O. 11652: N/A

TAGS: EAGR, BEXP, BL

SUBJ: SUGAR MILL IN BUENAVENTURA

REF: A. STATE 73223, B. LA PAZ 2226

1. JORGE LONSDALE, LOCAL REPRESENTATIVE OF NATIONAL PLANNING CORPORATION BIDDING ON CORDEPAZ SUGAR MILL PROJECT VISITED AMB MAY 10 REGARDING POSSIBLE EXIM FINANCING FOR SUBJECT PROJECT. LONSDALE SAID THAT NATIONAL PLANNING CORPORATION HAD EXCELLENT CHANCE TO BE FIRST US FIRM TO BUILD SUGAR MILL IN BOLIVIA. HE SAID THE FIRM WAS PROBABLY LOW BIDDER, BUT THAT FRENCH, JAPANESE AND BRITISH FIRMS HAD ALL OFFERED SOFT-TERM FINANCING WHICH THE US FIRM WAS UNABLE TO OFFER. HE ALSO SAID CORDEPAZ HAD DECIDED TO AWARD A CONTRACT WITHOUT INCLUSION OF FEASIBILITY STUDY AS PART OF THE PROJECT CONTRACT. HE SAID HE BELIEVES THE BOLIVIAN CENTRAL BANK WOULD BE WILLING TO GUARANTEE FOREIGN FINANCING OF THE PROJECT. FINALLY, LONSDALE SAID HE WOULD BE IN THE US NEXT WEEK TO SIGN A CONTRACT FOR CONSTRUCTION OF A HOLIDAY INN IN LA PAZ AND IF THERE WAS ANY POSSIBILITY OF EXIM BANK GIVING CONSIDERATION TO PARTICIPATING IN FINANCING THE SUGAR MILL PROJECT HE WOULD BE WILLING TO VISIT WASHINGTON ON TUESDAY, MAY 18, TO DISCUSS IT WITH SENIOR EXIM BANK OFFICIALS.

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2. EMBASSY COMMENT. LONSDALE IS ONE OF BOLIVIA'S MOST PROMINENT BUSINESSMEN AND ALSO PRESIDENT OF THE NATIONAL FEDERATION OF PRIVATE BUSINESSMEN. HE IS DIRECTOR OF BOLIVIA'S MAJOR NATIONAL DISTILLERY, A PARTNER IN COCA COLA BOTTLING PLANT, BOTTLES PUERTO RICAN RUM FROM CONCENTRATE, AND IS A PARTNER OF SEVERAL OF BOLIVIA'S MOST IMPORTANT BUSINESSMEN. HE IS WELL KNOWN TO THE EMBASSY AND CONSIDERED INFLUENTIAL IN PRIVATE AND PUBLIC CIRCLES. ALTHOUGH A VERY BUSY MAN, LONSDALE HAS SPENT CONSIDERABLE TIME PURSUING THE SUGAR MILL CONTRACT AND SEEMS TO BELIEVE THE PROJECT IS FEASIBLE AND THAT THE US FIRM IS COMPETITIVE. EMBASSY BELIEVES IT WOULD BE DESIRABLE FOR A SENIOR EXIM BANK OFFICIAL TO DISCUSS PROJECT WITH LONSDALE IN VIEW OF HIS PROMINENT POSITION IN BOLIVIA.

3. EMBASSY IS ATTEMPTING TO OBTAIN RELIABLE INFORMATION ON CREDIT TERMS BEING OFFERED BY OTHER BIDDERS ON PROJECT.
STEDMAN

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NNN

Message Attributes

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